

EXHIBIT 12

Department of Agriculture
FY2018 Small Business Procurement Scorecard

A
118.85%

FPDS-NG Prime Contracting Data as of Mar. 15, 2019
eSRS Subcontracting Data as of Mar. 15, 2019

Prime Contracting Achievement:			71.54%
	2017 Achievement	2018 Goal	2018 Achievement
Small Business	58.05%	53.00%	63.41% (\$4.2 B)
Women Owned Small Business	9.56%	5.00%	10.46% (\$692.2 M)
Small Disadvantaged Business	15.65%	5.00%	17.58% (\$1.2 B)
Service Disabled Veteran Owned Small Business	3.23%	3.00%	3.66% (\$242.4 M)
HUBZone	4.04%	3.00%	5.73% (\$379.2 M)

1) Capped at 200%; 2) Achievement include double credit for LASA and Puerto Rico awards.

Subcontracting Achievement:			18.65%
	2017 Achievement	2018 Goal	2018 Achievement
Small Business	20.50%	22.00%	29.30%
Women Owned Small Business	1.40%	5.00%	3.20%
Small Disadvantaged Business	1.20%	5.00%	2.80%
Service Disabled Veteran Owned Small Business	0.10%	3.00%	0.10%
HUBZone	0.20%	3.00%	0.30%

1) Capped at 200%;

15(k) OSDBU Compliance Requirements		18.86%
Requirements Scores: 0.0=No; 0.5 = Partial Credit; 1.0 = Yes		Peer Review Score
15(k)0 Office and Director Experience		1.00
15(k)1 Director Title		1.00
15(k)2 Compensation and Seniority		0.80
15(k)3 Reporting (Head of Agency or Deputy Head)		0.40
15(k)4 Implementation and Execution of Business Development		1.00
15(k)5 Identify and Address Bundling of Contracts		1.00
15(k)6 Provide Assistance on Payments		1.00
15(k)7 Supervisory Authority		0.60
15(k)8 Assign Small Business Technical Advisors		1.00
15(k)9 OSDBU Cooperation and Consultation		1.00
15(k)10 Recommendations to Contracting Officers		1.00
15(k)11 Activity Conversion		1.00
15(k)12 Advise CAO and SPE		1.00
15(k)13(Optional) SBC and Contracting Specialist Training		1.00
15(k)14 Receive Unsolicited Proposals		1.00
15(k)15 Exclusive Duties and Title		1.00
15(k)16 Congressional Reporting		1.00
15(k)17 Respond to Undue Restriction Notifications		1.00
15(k)18 Purchase Card Summary Data Review		1.00
15(k)19 Vendor Compliance Educational Training		1.00
15(k)20 Subcontracting Plan Review		1.00
Total:		19.80

Number of Small Business Prime Contractors Comparison	9.80%
Increase in number of SB primes by 10% or more = 1.3 Increase in number of SB primes by 5% or more but less than or equal to 10% = 1.2 Increase in number of SB primes between 0% and less than or equal to 5% = 1.1 No change in the number of SB primes (Change = 0%) 0% increase; 0% decrease (no change) = 1.0 Decrease in number of SB primes by more than 0% but less than or equal to -5% = 0.9 Decrease in number of SB primes by -5% or more but less than or equal to -10% = 0.8 Decrease in number of SB primes by -10% or more = 0.7	

	2017 Count	2018 Count	2018 Performance
Small Business	8,486	8,173	0.90
Women Owned Small Business	1,835	1,777	0.90
Small Disadvantaged Business	2,705	2,781	1.10
Service Disabled Veteran Owned Small Business	453	445	0.90
HUBZone	566	580	1.10
Score:			4.90

Prime and Subcontracting Grading Scale:

A+ $\leq 150\%$ but $\geq 120\%$
A $< 120\%$ but $\geq 100\%$
B $< 100\%$ but $\geq 90\%$
C $< 90\%$ but $\geq 80\%$
D $< 80\%$ but $\geq 70\%$
F $< 70\%$

Comments:

Graded Agency:

Exceeding our subcontracting goal has continued to be a challenge, and we will search for opportunities to improve our progress in this category. USDA is committed to train the workforce in the changes in acquisition policy and regulations, particularly those that impact small business utilization.

Department of Agriculture

FY2019 Small Business Procurement Scorecard

A
108.66%

FPDS-NG Prime Contracting Data as of Feb. 20, 2020
eSRS Subcontracting Data as of Mar. 20, 2020

Prime Contracting Achievement:			66.47%
	2018 Achievement	2019 Goal	2019 Achievement ^{1,2}
Small Business	63.41%	57.00%	57.96% (\$4.3 B)
Women Owned Small Business	10.46%	5.00%	10.36% (\$772.3 M)
Small Disadvantaged Business	17.58%	5.00%	21.62% (\$1.6 B)
Service Disabled Veteran Owned Small Business	3.66%	3.00%	3.58% (\$267.0 M)
HUBZone	5.73%	3.00%	7.13% (\$531.5 M)

1) Capped at 200%; 2) Achievement include double credit for LASA and Puerto Rico awards.

Subcontracting Achievement:			14.17%
	2018 Achievement	2019 Goal	2019 Achievement ¹
Small Business	29.30%	22.00%	21.90%
Women Owned Small Business	3.20%	5.00%	2.70%
Small Disadvantaged Business	2.80%	5.00%	2.20%
Service Disabled Veteran Owned Small Business	0.10%	3.00%	0.10%
HUBZone	0.30%	3.00%	0.30%

1) Capped at 200%;

15(k) OSDBU Compliance Requirements		19.62%
Requirements Scores:		Peer Review Score
0.0=No; 0.5 = Partial Credit; 1.0 = Yes		
15(k)0 Office and Director Experience		1.00
15(k)1 Director Title		1.00
15(k)2 Compensation and Seniority		1.00
15(k)3 Reporting (Head of Agency or Deputy Head)		1.00
15(k)4 Implementation and Execution of Business Development		1.00
15(k)5 Identify and Address Bundling of Contracts		1.00
15(k)6 Provide Assistance on Payments		1.00
15(k)7 Supervisory Authority		1.00
15(k)8 Assign Small Business Technical Advisors		1.00
15(k)9 OSDBU Cooperation and Consultation		1.00
15(k)10 Recommendations to Contracting Officers		1.00
15(k)11 Activity Conversion		0.80
15(k)12 Advise CAO and SPE		1.00
15(k)13(Optional) SBC and Contracting Specialist Training		1.00
15(k)14 Receive Unsolicited Proposals		1.00
15(k)15 Exclusive Duties and Title		1.00
15(k)16 Congressional Reporting		1.00
15(k)17 Respond to Undue Restriction Notifications		0.80
15(k)18 Purchase Card Summary Data Review		1.00
15(k)19 Vendor Compliance Educational Training		1.00
15(k)20 Subcontracting Plan Review		1.00
Total:		20.60

Number of Small Business Prime Contractors Comparison	8.40%
Increase in number of SB primes by 10% or more = 1.3 Increase in number of SB primes by 5% or more but less than or equal to 10% = 1.2 Increase in number of SB primes between 0% and less than or equal to 5% = 1.1 No change in the number of SB primes (Change = 0%) 0% increase; 0% decrease (no change) = 1.0 Decrease in number of SB primes by more than 0% but less than or equal to -5% = 0.9 Decrease in number of SB primes by -5% or more but less than or equal to -10% = 0.8 Decrease in number of SB primes by -10% or more = 0.7	

	2018 Count	2019 Count	2019 Performance
Small Business	8,235	7,373	0.70
Women Owned Small Business	1,775	1,616	0.80
Small Disadvantaged Business	2,809	2,728	0.90
Service Disabled Veteran Owned Small Business	442	432	0.90
HUBZone	589	582	0.90
Score:			4.20

Prime and Subcontracting Grading Scale:

A+ $\leq 150\%$ but $\geq 120\%$
A $< 120\%$ but $\geq 100\%$
B $< 100\%$ but $\geq 90\%$
C $< 90\%$ but $\geq 80\%$
D $< 80\%$ but $\geq 70\%$
F $< 70\%$

Comments:**Graded Agency:**

Exceeding our subcontracting goal has been a challenge, and we will continue exploring further opportunities to improve our progress in all categories. USDA is committed to train the workforce in the changes in acquisition policy and regulations, particularly those that impact small business utilization. In accordance with reporting and public notification requirements of the Small Business Act, the department awarded prime contracts to Puerto Rico businesses in the amount \$24,933,982. For purposes of determining compliance with the goals for procurement contracts this amount has been doubled to \$49,867,964 and is reflected in the Fiscal Year 2019 Scorecard.

* * * OSDBU Director Scorecard * * *

Department of Agriculture
FY2020 Small Business Procurement Scorecard

A
106.21%

FPDS-NG Prime Contracting Data as of Feb. 22, 2021
eSRS Subcontracting Data as of Apr. 15, 2021

Prime Contracting Achievement:	2019	2020										Achievement Category Weight	Category Score
	Achievement	SB \$	Scorecard Calculation										
			Achievement ²		Goal		Achievement Score ¹		Component Weight		Weighted Performance		
Small Business	57.96%	5.0 B	47.89%	÷	58.00%	=	82.57%	x	60.00%	=	49.54%		
Women Owned Small Business	10.36%	1.0 B	10.02%	÷	5.00%	=	200.00%	x	10.00%	=	20.00%		
Small Disadvantaged Business	21.62%	2.0 B	19.67%	÷	5.00%	=	200.00%	x	10.00%	=	20.00%		
Service Disabled Veteran Owned Small Business	3.58%	249.5 M	2.41%	÷	3.00%	=	80.33%	x	10.00%	=	8.03%		
HUBZone	7.13%	758.2 M	7.32%	÷	3.00%	=	200.00%	x	10.00%	=	20.00%		
Prime Contracting Score:							117.57%	x	50.00%	=	58.79%		

1) Capped at 200%; 2) Achievement include double credit for LISA and Puerto Rico awards and DOE MOSRC.

1) Capped at 200%; 2) Achievement include double credit for LISA and Puerto Rico awards and DOE MOSRC.

Subcontracting Achievement:	2019	2020											Achievement Category Weight	Category Score
	Achievement	SB \$	Scorecard Calculation											
			Achievement		Goal		Achievement Score ¹		Component Weight		Weighted Performance			
Small Business	21.90%	264.9 M	27.10%	÷	21.00%	=	129.05%	x	60.00%	=	77.43%			
Women Owned Small Business	2.70%	45.3 M	4.60%	÷	5.00%	=	92.00%	x	10.00%	=	9.20%			
Small Disadvantaged Business	2.20%	23.0 M	2.40%	÷	5.00%	=	48.00%	x	10.00%	=	4.80%			
Service Disabled Veteran Owned Small Business	0.10%	1.7 M	0.20%	÷	3.00%	=	6.67%	x	10.00%	=	0.67%			
HUBZone	0.30%	5.7 M	0.60%	÷	3.00%	=	20.00%	x	10.00%	=	2.00%			
1) Capped at 200%							Subcontracting Score:			94.10%	x	20.00%	=	18.82%

1) Capped at 200%

Success Factors										Peer Review Score	
Requirements Scores: 0.0=No; 0.5 = Partial Credit; 1.0 = Yes											
15(k)0 Office and Director Experience										1.00	
15(k)1 Director Title										1.00	
15(k)2 Compensation and Seniority										1.00	
15(k)3 Reporting (Head of Agency or Deputy Head)										1.00	
15(k)4 Implementation and Execution of Business Development										1.00	
15(k)5 Identify and Address Bundling of Contracts										1.00	
15(k)6 Provide Assistance on Payments										1.00	
15(k)7 Supervisory Authority										1.00	
15(k)8 Assign Small Business Technical Advisors										1.00	
15(k)9 OSDBU Cooperation and Consultation										1.00	
15(k)10 Recommendations to Contracting Officers										1.00	
15(k)11 Activity Conversion										1.00	
15(k)12 Advise CAO and SPE										1.00	
15(k)13(Optional) SBC and Contracting Specialist Training										1.00	
15(k)14 Receive Unsolicited Proposals										1.00	
15(k)15 Exclusive Duties and Title										1.00	
15(k)16 Congressional Reporting										1.00	
15(k)17 Respond to Undue Restriction Notifications										1.00	
15(k)18 Purchase Card Summary Data Review										1.00	
15(k)19 Vendor Compliance Educational Training										1.00	
15(k)20 Subcontracting Plan Review										1.00	
15(k)21 Assist Small Business concerns in SBIR or STTR program										1.00	
Prime and Subcontracting Grading Scale:											
A+ ≤ 150% but ≥ 120%											
A < 120% but ≥ 100%											
B < 100% but ≥ 90%											
C < 90% but ≥ 80%											
D < 80% but ≥ 70%											
F < 70%											

Overall Small Business Performance Score:										=	106.21%
Agency Scorecard Grade:										=	A

Number of Small Business Prime Contractors Comparison			
Increase in number of SB primes by 10% or more = 1.3			
Increase in number of SB primes by 5% or more but less than or equal to 10% = 1.2			
Increase in number of SB primes between 0% and less than or equal to 5% = 1.1			
No change in the number of SB primes (Change = 0%) 0% increase; 0% decrease (no change) = 1.0			
Decrease in number of SB primes by more than 0% but less than or equal to -5% = 0.9			
Decrease in number of SB primes by -6% or more but less than or equal to -10% = 0.8			
Decrease in number of SB primes by -10% or more = 0.7			

	2019 Count	2020 Count	2020 Performance
Small Business	7,366	6,700	0.80
Women Owned Small Business	1,628	1,522	0.80
Small Disadvantaged Business	2,726	2,701	0.90
Service Disabled Veteran Owned Small Business	420	408	0.90
HUBZone	575	574	0.90

Score:	4.30	Achievement Category Weight	86.00%	x	Achievement Category Weight	10%	=	Category Score	8.6%
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